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ISM Supply Management Core Exam Sample Questions (Q206-Q211):

NEW QUESTION # 206

A supply manager for an electronics firm has been asked to source packaging for the company's new printed circuit board. The specifications recommend 0.50 mm tolerance, with a projected breakage ratio of 0.50% at a cost of \$1.00 each. However, the manager is able to find an alternative source of packaging that is specified at 0.60 mm tolerance, with a projected breakage ratio of 0.75% at \$0.80 ea.

If the cost of the new circuit board is \$50 per unit, which packaging should the supply manager recommend, and why?

- A. The 0.60 mm packaging, as it is only \$0.80 each, whereas the 0.50 mm packaging is \$1.00 each.
- B. The 0.50 mm packaging, as honoring internal stakeholder requirements is the primary duty of the supply manager.
- C. The 0.50 mm packaging, as It is more cost effective.
- D. The 0.60 mm packaging, as it is more cost effective.

Answer: D

NEW QUESTION # 207

After a small country begins permitting the import of automobiles, a foreign automobile manufacturer begins shipping cars to the country. This manufacturer can produce cars much more cheaply than the only manufacturer located in the country and therefore enjoys significant profits. What will erode the profits for the foreign manufacturer?

- A. The foreign manufacturer's per-unit costs will increase as its output increases.
- B. The foreign manufacturer will build a plant inside the country.
- C. Other foreign manufacturers will also begin shipping cars to the country.
- D. Demand for cars in other countries will also increase.

Answer: C

NEW QUESTION # 208

DEF, Inc. conducts a Request for Information (RFI) to identify suppliers who will be invited to participate in a Request for Proposal (RFP) for technical support. The RFI requires audited financial statements. DEF receives an inquiry from a publicly traded supplier asking if their 10K statement will suffice, and a privately held supplier states that it will only provide its audited financial statement after receiving a nondisclosure agreement from DEF.

Given this situation, which of the following is the BEST course of action for DEF to take?

- A. Issue a revision to the current RFI listing alternate methods and conditions acceptable in demonstrating financial health
- B. Negotiate with all respondents for more financial information
- C. Maintain the requirement for audited financial statements so that all respondents are graded on the same basis
- D. State that DEF reserves the right to use information other than that received in response to the RFI to evaluate respondents' financial condition

Answer: A

Explanation:

The best course of action for DEF, Inc. is to issue a revision to the current RFI, listing alternate methods and conditions acceptable in demonstrating financial health. This approach accommodates the concerns of both publicly traded and privately held suppliers, ensuring a fair and inclusive process. It maintains the requirement for financial health demonstration while providing flexibility in how suppliers can meet this requirement.

References:

- * "Request for Proposal: A Guide for Effective RFP Process" by Bud Porter-Roth.
- * Guidelines on RFIs and RFPs from the National Institute of Governmental Purchasing (NIGP).
- * "Procurement Principles and Management" by Peter Baily, David Farmer, Barry Crocker, and David Jessop.

NEW QUESTION # 209

A supply manager is trying to leverage spend on travel and meeting services for a series of conferences to be held at various locations. The specifics of the conferences will vary according to location and cultural considerations. The organization seeks the best solution to help the conferences succeed.

In this situation, which of the following will be MOST appropriate?

- A. Non-competitive negotiations
- B. Invitation for Bid (IFB)
- C. Request for Information (RFI)
- D. Request for Proposal (RFP)

Answer: D

Explanation:

The MOST appropriate action for a supply manager trying to leverage spend on travel and meeting services for a series of conferences with varying specifics is C. Request for Proposal (RFP). An RFP allows the organization to outline its specific needs and requirements for the conferences, including the different locations and cultural considerations, and invites potential suppliers to propose solutions that will meet these needs¹². This process enables the organization to evaluate different options and select the best solution to ensure the success of the conferences.

NEW QUESTION # 210

A supply manager for XYZ, Inc. visits a manufacturer's plant and research division for a general inspection and product review. The supply manager is required to sign in at the registration desk and must acknowledge acceptance of the standard terms of visiting. After the visit, which includes very encouraging discussions, the supply manager returns to XYZ with a sample of a new product—an expensive item of complex design with innovative features. The supply manager must take specific precautions to protect the sample because

- A. damage to it may result in a charge for repair
- B. evaluation of the sample might consume company resources
- C. the Truth-in-Lending Law requirements apply
- **D. the plant sign-in may have established non-disclosure requirements**

Answer: D

Explanation:

When a supply manager visits a manufacturer's plant and signs in at the registration desk, acknowledging standard terms of visiting, there may be non-disclosure requirements involved. Specific precautions are necessary to protect the sample:

* Truth-in-Lending Law requirements: Not relevant in this context as it pertains to lending and credit.

* Evaluation of the sample might consume company resources: While true, it is not the primary concern regarding the sample's protection.

* The plant sign-in may have established non-disclosure requirements: The most critical concern as violating non-disclosure agreements can have legal and competitive implications.

* Damage to it may result in a charge for repair: Important but secondary to confidentiality concerns.

Therefore, the supply manager must take specific precautions because the plant sign-in may have established non-disclosure requirements.

References:

* Legal considerations in supply chain management.

* Non-disclosure agreements and their implications in business visits.

NEW QUESTION # 211

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To pass the CORE exam, you must put in a lot of time studying, practicing, and working hard. You will need real ISM CORE Questions and the necessary understanding of the exam's format to pass the CORE test. Without preparing with actual Supply Management Core Exam (CORE) questions, applicants find it difficult to get the knowledge essential to pass the ISM certification exam in a short time.

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